



*Bank of DeSoto n.a.*

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Dozer  
(D. Peomani)

William C. (Bill) Alstrin  
Chief Operating Officer

2005 OCT 3 AM 10 15

September 19, 2005

FDIC San Francisco Regional Office  
Director Johns F. Carter  
25 Jessie Street at Ecker Square, Suite 2300  
San Francisco, CA 94105

We are an independent bank in the Dallas area. We see first hand on a continuing basis the negative competitive effect Wal-Mart has on local business. Our city of 40,000 residents is surrounded by **four (4)** Super Centers. Our customers are battling Wal-Mart at every turn, retail and wholesale.

The earnings ability and local focus has allowed independent banks such as ours to have the capital, personnel and inclination to help the independent merchant. Wal-Mart competition would likely reduce margins, increase marketing costs and, therefore, cause a decline in our Bank's ability and incentive to focus on the local small merchant.

Finally, small independent banks are already burdened with the increasing cost associated with on-line and internet products focused upon by the giant money center and non-bank financial competitors. The "Big Guys" don't concentrate on, or care about, personal attention as we do. Wal-Mart will just be one more impersonal, giant volume discounter of banking services.

Your consideration of our concern in this matter is appreciated.

Sincerely,